**Pro’s and Con’s Chart**

Example: Use whatever scoring method you want to. The example shows low scores but you can score each item up to 10, or 20 or 100 - whatever makes sense to you personally. Or you can use an 'A/B/C' or three-star scoring method, whatever works for you.

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| --- | --- | --- | --- |
| **Should I replace my old car with a new one?** | | | |
| **pros (for - advantages)** | **score** | **cons (against - disadvantages)** | **score** |
| better comfort | **3** | cost outlay will mean making sacrifices | **5** |
| lower fuel costs | **3** | higher insurance | **3** |
| lower servicing costs | **4** | time and hassle to choose and buy it | **2** |
| better for family use | **3** | disposal or sale of old car | **2** |
| better reliability | **5** | big decisions like this scare and upset me | **4** |
| it'll be a load off my mind | **2** |  |  |
|  |  |  |  |
| **total 6 pros** | **20** | **total 5 cons** | **16** |

 Notice that with this decision-making method it's even possible to include 'intangible' emotional issues in the pros and cons comparison, for example 'it'll be a load off my mind', and 'decisions scare and upset me'.

A decision-making pros and cons list like this helps remove the emotion which blocks clear thinking and decision-making. It enables objectivity and measurement, rather than reacting from instinct, or avoiding the issue altogether. Objective measurement helps in making a confident decision.The total weighted scores are the main deciding factor rather than the total number of pros and cons, although there is not a scientific 'right' or 'wrong' way to consider the total number of pros and cons compared with the total weighted scores.

If the weighted scores are indicating a decision which makes you feel uncomfortable, then check your weightings, and also check that you've not missed out any factors on either side of the table.If the decision makes you feel uncomfortable and this is not reflected in the table, then add it as a factor and give it a score. Seeking feedback or input from a trusted neutral friend can be helpful in confirming your factors and their scores.

**Blank pros and cons decision-making template**

|  |  |  |  |
| --- | --- | --- | --- |
| **question/decision/option:** | | | |
| **pros (for - advantages)** | **score** | **cons (against - disadvantages)** | **score** |
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| **totals** |  | **totals** |  |